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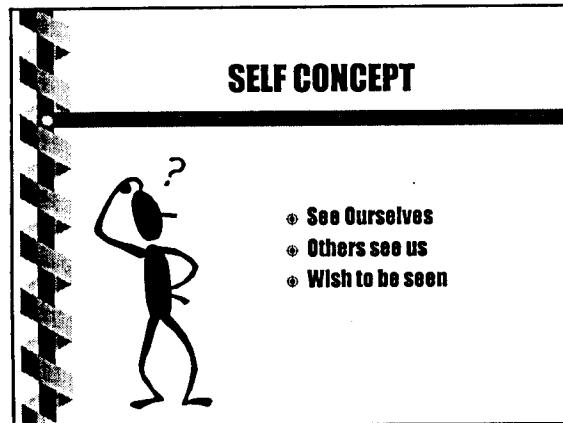
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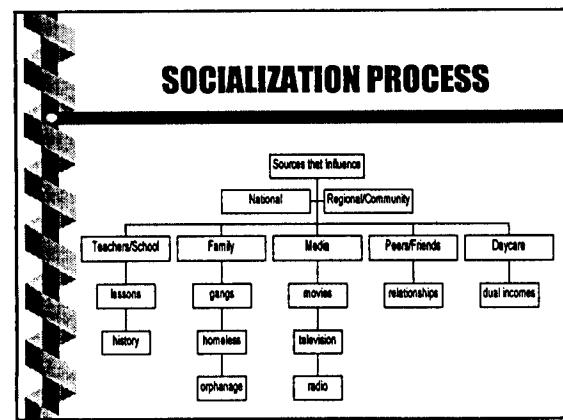
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## **VALUES**

- A value represents something important in our existence, a type of belief, centrally located within our self concept, about how we ought or ought not to behave.

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## **VALUES SYSTEM**

- A value system is a set of values adopted by an individual or society, influencing the behavior of the individual or member of society, often without their conscious awareness.

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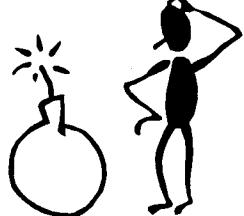
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## **ATTITUDE**

- State of mind - a disposition
- Favorable or unfavorable manner
- After evaluation = Belief



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## PERCEPTIONS



- Reality
- Stereotypes
- Not enough info

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## BARRIERS TO CHANGE

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|---|--|
| <ul style="list-style-type: none"><li>• Denial<ul style="list-style-type: none"><li>• Refuse to absorb</li></ul></li><li>• Blame<ul style="list-style-type: none"><li>• Refuse to accept responsibility</li></ul></li><li>• Rationalization<ul style="list-style-type: none"><li>• Logical Reasons for behavior</li></ul></li></ul> | <ul style="list-style-type: none"><li>• Coping mechanisms<ul style="list-style-type: none"><li>• Humor</li><li>• Withdrawal</li><li>• Eye Defense</li><li>• Fight or flight - survival</li></ul></li></ul> |
|---|--|

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## CATALYSTS FOR CHANGE

- Significant Emotional Event
  - Individual, Group, National
- Re-socialization
  - New learning process



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## STRATEGIES FOR CHANGE



### • Awareness - Bag Management

- Reflection
- Introspection
- Accept new info
- Increase skills

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## ALLPORT'S HIERARCHY

- **Antilocution** - Verbal, written, symbolic. Jokes, caricatures.
- **Avoidance** - Individual avoids members of disliked group
- **Discrimination** - Making distinctions and choices
- **Physical Attack** - Violence becomes more probable
- **Extermination** - Genocide, lynching, ethnic cleansing

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## EMOTIONALLY CHARGED

- He who knows others is learned, he who knows himself is wise - Lao-tze, 6th BC
- When one is stranger to oneself, then one is estranged from others, too - Anne Morrow Lindbergh, 1955
- The questions which one asks oneself begin, at last, to illuminate the world, and become one's key to the experience others - James Baldwin, 1961

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